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July 3, 2000

Via Hand Delivery

Ms. Magalie Roman Salas
 Secretary
 Federal Communications Commission
 445 12th Street, S.W.
 Washington, D.C. 20554

Re: Ex Parte Presentation in WT Docket No. 99-217 and CC Docket No. 96-98

Dear Ms. Salas:

Pursuant to 47 C.F.R. § 1.1206, the Real Access Alliance, through undersigned counsel, submits this original and three copies of a written ex parte presentation in the above-captioned proceedings. On July 3, 2000, the enclosed letter and a copy of a publication entitled *Wired for Profit* were delivered to Lauren Van Wazer of the Wireless Telecommunications Bureau. The Foreword and table of contents of *Wired for Profit* are attached, and copies are available on request.

Please contact the undersigned with any questions.

Very truly yours,

Miller & Van Eaton, P.L.L.C.

By


 Matthew C. Ames

cc: Lauren Van Wazer, Esq.
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— P. L. L. C. —

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BY HAND

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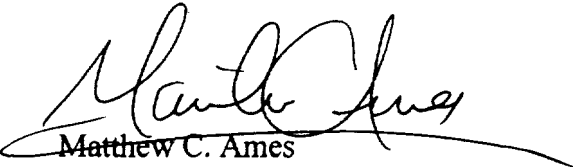
Dear Ms. Van Wazer:

Pursuant to your request, I enclose a copy of the BOMA publication *Wired for Profit*.
Please call if we can be of any further help.

Very truly yours,

Miller & Van Eaton, P.L.L.C.

By


Matthew C. Ames

Foreword

Driven by consumer demand, economic opportunity, technological innovation and regulatory freedom, telecommunications service providers (TSPs) are knocking on (and sometimes knocking down) property management professionals' doors seeking access to their properties' roofs, telephone closets and tenants. *Wired for Profit* seeks to facilitate a business transaction result from these encounters. It is further the goal of this book that the telecommunications transactions result in enhanced services to tenants and a fair return to the owners of both the building and the telecommunications company. We repeat — the “profit” referenced in the title is not limited to building owners. If parties follow the general guidelines of *Wired for Profit*, such transactions will profit TSPs, tenants and building owners.

While *Wired for Profit* does not seek to take sides in the negotiations between property management professionals and telecommunications services providers, we do proceed from the tenet that only the building owner or his/her representative has the right to determine who accesses their buildings. Still, we appreciate the necessity — indeed the desirability — of providing choices to tenants and offer this book as an aid to make choice in enhanced telecommunications services possible. The only “must” found in *Wired for Profit* is that a building owner require every TSP, including the local phone company, to execute a document governing that TSP's rights and actions.

Wired for Profit also seeks to inject a little humor into the issue. It is our hope that such goodwill will carry over into your negotiations (something our grandmothers taught us about attracting more flies with honey). Still, we hope you will not underestimate the lessons we seek to impart in some of our cartoons.

Wired for Profit is also unique in the BOMA and NAA families of guidance texts in that it includes paid advertisements. This is in keeping with the spirit of this publication – namely, maximizing parties' returns on their communications efforts. **A company's presence in this book reflects its support of BOMA's educational efforts. BOMA would like to express its gratitude for that support. A company's presence should not be interpreted as a public endorsement by either BOMA International or NAA.**

Finally, the authors of this book are not so naive as to believe that the model lease language and license agreements found in this book will be always accepted verbatim. We offer the model language and checklists in the hope *Wired for Profit* will give you the confidence that you have either addressed or knowingly omitted all the issues that need be considered in establishing a business relationship with a TSP.

Gerry Lederer
January 1998
Washington, D.C.

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